

29 August 2025

## ASX Announcement (AMX)

### Aerometrex delivers record FY25 MetroMap subscription revenue and maintains strong strategic outlook

Aerometrex Limited (ASX: AMX) today announced its results for the twelve months ended 30 June 2025 (FY25), reporting annual revenue of \$23.90m, a slight decline of 3.4% compared with the previous year. Despite softer overall revenue, the Company delivered strong growth in its MetroMap subscription product and advanced several strategic initiatives that position it for long term growth.

#### FY25 key financial results included:

<b>Annual Group Revenue</b>	<ul style="list-style-type: none"> <li>Statutory revenue down 3.4% from \$24.75m to \$23.90m</li> </ul>
<b>Record Annual Contract Value (ACV)</b>	<ul style="list-style-type: none"> <li>Growth of 12.8% in ACV for MetroMap, from \$9.36m to \$10.56m</li> </ul>
<b>Product Line Revenue</b>	<ul style="list-style-type: none"> <li>Growth of 11.5% in MetroMap subscription revenue from \$8.58m to \$9.57m</li> <li>Growth of 138.2% in MetroMap off-the-shelf and Insights revenue from \$0.48m to \$1.14m</li> <li>Growth of 10.3% in MetroMap on-demand project revenue from \$0.68m to \$0.75m</li> <li>Growth of 17.6% in total MetroMap statutory revenue from \$9.74m to \$11.45m</li> <li>Decline of 22.8% in LiDAR revenue from \$14.15m to \$10.92m</li> <li>Growth of 78.4% in 3D revenue from \$0.86m to \$1.53m</li> </ul>

#### Other key highlights

- Key milestone of \$10m in MetroMap ACV achieved in May 2025.
- Renewal of the MetroMap agreement with Landchecker through to 30 June 2027 with increased minimum annual commitment and further option to extend for a further two years.
- Divestment of non-core aviation assets following the outsourcing of the aviation component of the MetroMap capture program.
- A number of LiDAR contract wins with recurring clients such as Agronomeye for \$0.78m and Queensland Government for \$0.87m (GST exclusive).
- Appointment of Robert Veitch to Managing Director & Chief Executive Officer in August 2025.

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## **Commenting on the FY25 results, Aerometrex Managing Director & CEO Robert Veitch said:**

“While overall revenue was slightly lower than last year, our core focus is on growing the MetroMap subscription program which achieved a number of milestones during the year and sets us up for further growth in years to come. The Company continued its transition towards a subscription-based business with subscription revenue now representing 40% of group revenue, up from 34.7% in FY24.

“Our LiDAR business was impacted by softer market conditions including deferral of a number of projects. Pleasingly the number of contracts that were won during the financial year was up 9.1% on FY24, the average deal size was down 29%. While the deal value was down, the number of contract wins provides us with confidence that we were maintaining market share in a softer operating environment.

“Our 3D business achieved strong percentage revenue growth, up 78.4% to \$1.53m. This revenue was largely driven by coastal erosion projects and analysis for the South Australian Government. A number of projects were also undertaken in relation to US clients.

“The Company also undertook a strategic review to unlock the underlying value of Aerometrex’s three core business divisions, optimising operations, and aligning the organisation for scale and profitability. Key outcomes of the strategic review were:

- \$2m in cost reductions
- Smarter aviation asset utilisation
- Sales acceleration
- Changes to a single operating model
- Focus on recurring revenue in MetroMap and ACV growth.

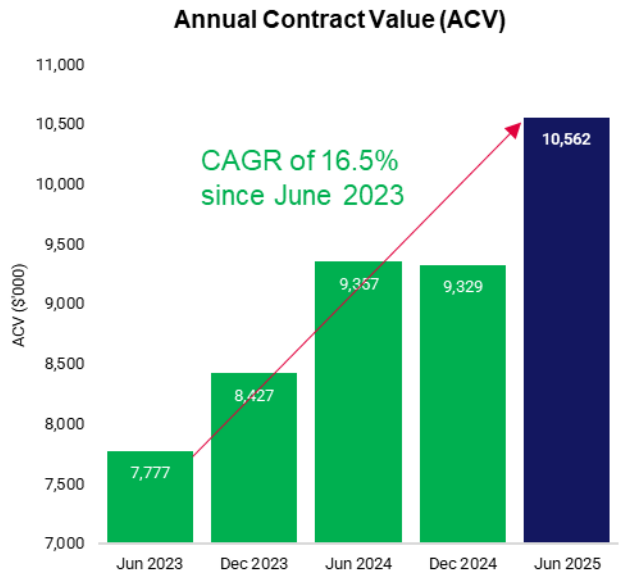
“We are focussed on growing ACV and delivering value for our shareholders in realising the underlying value of the Company.”

### **Financial performance**

While the total operating revenue was down slightly, the Company achieved EBITDA growth of 19.8% from \$2.89m in FY24 to \$3.46m for FY25. The second half saw the implementation of the strategic review to remove costs, drive efficiency and these initiatives are expected to deliver EBITDA improvements in FY26.

### **MetroMap**

The Company continued to focus on the growth of the MetroMap program achieving 12.8% growth in ACV to \$10.56m at 30 June 2025. MetroMap ACV has achieved a compound annual growth rate of 16.5% since June 2023. Statutory subscription revenue increased 11.5% to a record \$9.57m and contract liabilities for subscription revenue billed in advance increased by 21.6% to \$4.16m.

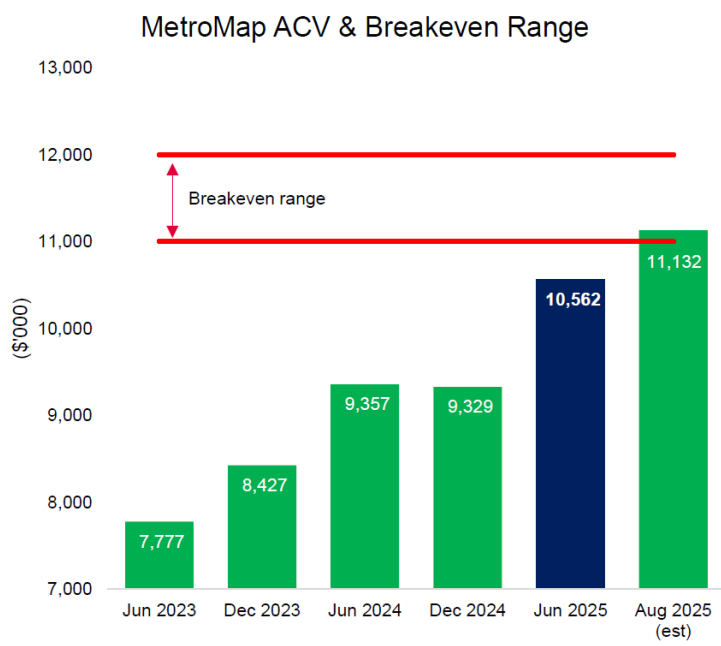


**Figure 1: MetroMap ACV outcomes**

Building the MetroMap Partner Program continued in FY25. The early renewal of the Landchecker agreement to June 2027 shows the strength of the partner’s program and again partnership highlights Aerometrex’s ability to expand its indirect customer base through its partnership program with leading analytics businesses.

MetroMap also achieved increased revenue through off-the-shelf sales of \$1.14m, up 137.5% from \$0.48m. MetroMap on-demand project revenue contributed \$0.75m, up 10.3% on the prior year.

As MetroMap, as a product, approaches its breakeven position, the DaaS model should contribute to overall profitability and cash generation for the business.



**Figure 2: MetroMap Breakeven Points**

## LiDAR

LiDAR revenue declined from \$14.15m to \$10.92m in softer market conditions and customer driven project delays. Despite the decline in revenue, the number of contracts won increased however the average deal size was lower due to customer pricing pressures. The increase in number of contract wins would indicate that the company maintained or grew its market share during the year.

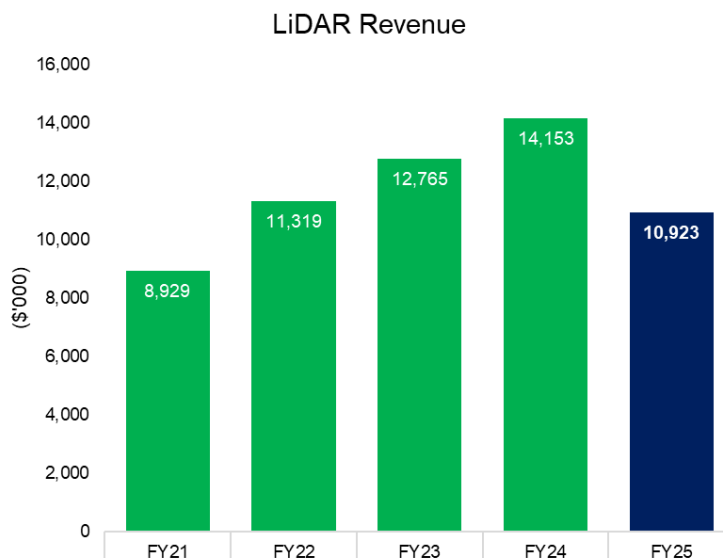


Figure 3: Historical LiDAR revenue outcomes

## Global 3D

3D revenue increased 78.4% from \$0.86m to \$1.53m. A large contributor to the FY25 revenue was the environmental coast sand program undertaken for the South Australian government. The Company also undertook some project work for the University of California and included the capture of their campus in San Francisco.

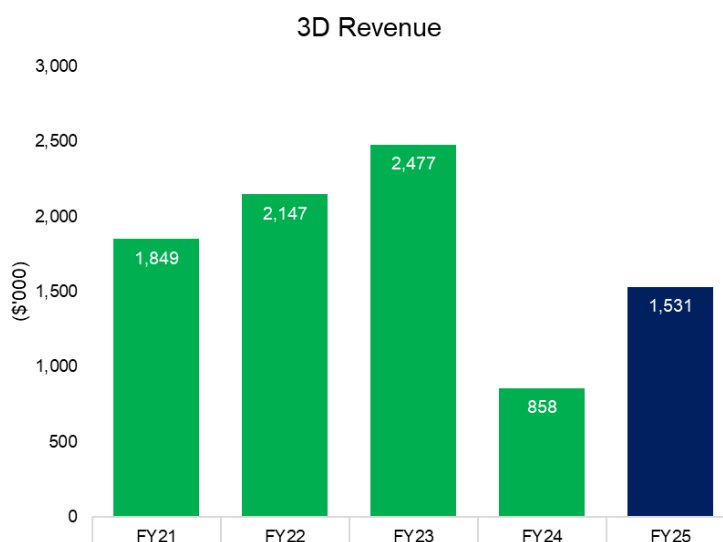


Figure 4: Historical 3D revenue outcomes

## **FY26 outlook**

Aerometrex continues to be the only ASX listed business that specialises in imagery subscription services, airborne LiDAR and high-resolution 3D models. The company remains committed to building revenue across its three core product lines, with a strong emphasis on growing the MetroMap subscription business and delivering value for shareholders.

Commenting on the Company's outlook, Mr Veitch said:

"In line with the outcomes of the strategic review, the Company is focussed on sustainable growth, being leaner, faster and laser-focussed on delivering value. We are focussed on growing MetroMap ACV and other product revenue, to deliver scale and profitability and setting the stage for accelerated growth in FY26. It is also pleasing to start the year with material contract wins in LiDAR as announced in July 2025 with the award of the QGC Pty Limited contract which will be delivered in FY26."

*This release is approved by the Board of Directors of Aerometrex Limited.*

- ENDS -

## **ADDITIONAL INFORMATION**

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## **About Aerometrex Limited**

Aerometrex is a trusted and leading geospatial tech company specialising in providing geospatial solutions & insights for our customers. Our key products - MetroMap, LiDAR and 3D visualisation models support wide-ranging industries and customer requirements. The Company, established in 1980, has a strong Board and executive team with significant industry experience. The Company undertakes activities in Australia and USA.

For further information, please visit [www.aerometrex.com.au](http://www.aerometrex.com.au).